Message Text

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INFO OCT-01 ARA-10 ISO-00 EB-07 /018 W

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FM AMEMBASSY MEXICO TO SECSTATE WASHDC 1954 INFO AMCONSUL GUADALAJARA

AMCONSUL MONTERREY

UNCLAS MEXICO 11222

E.O. 11652: N/A TAGS: BEXP, MX

SUBJ: FIRST QUARTER REPORT FY1976 CCP

REF: STATE 294691

- 1. EMBASSY APPRECIATES FAVORABLE COMMENTS BY WASHINGTON COMMERCIAL ACTION GROUP ON SUBJECT REPORT AND HAS FOLLOWING COMMENTS CONCERNING OBSERVATIONS CONTAINED IN REFTEL.
- 2. CAMPAIGN NO. 1 LAB INSTRUMENTATION. COMMERCIAL SECTION SUPPORT ORIGINALLY SCHEDULED FOR MCTC EXHIBITION WHICH WAS CANCELLED HAS BEEN RESCHEDULED TO SUPPORT MATERIALS TEST AND QUALITY CONTROL EXHIBITION NOW SCHEDULED FOR SEPT. 1976. COMMERCIAL SECTION PERSONNEL SUPPORT ALL MCTC EXHIBITIONS, WHETHER OR NOT SUCH EXHIBITIONS ARE INCLUDED IN CCP.
- 3. CAMPAIGN NO. 3 ADVANCED BUILDING EQUIPMENT. A PROMOTION MAILING TO 200 SELECTED FIRMS CONCERNING CONCRETE AGGREGATE SHOW TO BE HELD HOUSTON, TEXAS, FROM FEB. 1 TO 5 WILL INCLUDE A MENTION OF TOP PROGRAM. DURING ECONOMIC/COMMERCIAL OFFICERS CONFERENCE, IT WAS STATED THAT COMMERCE HAS SERIOUS BACKLOG OF UNPROCESSED TOP REQUESTS CAUSING DELAY IN PASSING OF SUCH REQUESTS TO POTENTIAL SUPPLIERS. EMBASSY HAS WRITTEN OED REQUESTING THAT IT BE INFORMED WHEN THIS BACKLOG PROBLEM HAS BEEN SOLVED. OUR RELATIONS WITH PROSPECTIVE PURCHASES WOULD BE DAMAGED IF WE STIMULATE ADDITIONAL TOP REQUESTS WHICH CANNOT BE UNCLASSIFIED

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PROCESSED PROMPTLY.

- 4. CAMPAIGN NO. 4 COMPUTERS AND BUSINESS EQUIPMENT. ALL KEYMAN CALLS WERE MADE BY STATE-FUNDED PERSONNEL OF THE EMBASSY. THREE OF THESE PERSONNEL ARE ASSIGNED TO MCTC AND TWO TO COMMERCIAL SECTION.
- 5. CAMPAIGN NO. 6 MINING AND PETROLEUM EQUIPMENT. THE MANAGER FOR THIS CAMPAIGN HAS BEEN TRANSFERRED; HIS REPLACEMENT IS SCHEDULED TO ARRIVE IN JANUARY. IT IS HOPED THAT A REPORT IN MACHINERY AND TECHNOLOGY REQUIREMENTS FOR MAJOR MINING AND PETROLEUM EQUIPMENT CAN BE COMPLETED THIS FISCAL YEAR.
- 6. CAMPAIGNS NOS 7 AND 8 IRON AND STEEL INDUSTRY AND MACHINE TOOLS; METALWORKING AND FINISHING EQUIPMENT. EMBASSY CONCURS IN COMBINING THESE TWO CAMPAIGNS, AS INDICATED IN REFTEL. ADENDUM TO A-462 (DEC. 10, 1975), "AND QUARTER 1976 CCP STATUS REPORT", PROVIDES AN EXAMPLE OF OTHER ACTIVITIES PROVIDED BY COMMERCIAL OFFICERS. SUCH ACTIVITIES WILL CONTINUE.
- 7. CAMPAIGN NO. 10 RAILROAD EQUIPMENT. WE ARE PLEASED THAT RAILROAD EQUIPMENT REPORT WAS HELPFUL. ONE MORE ATTEMPT WILL BE MADE TO STIMULATE ATTENDANCE AT RAILWAY SUPPLIERS MEETING FOLLOWING WHICH AN ASSESSMENT WILL BE MADE OF COST-BENEFIT RATIO OF THIS ACTIVITY. WE MUST KEEP IN MIND THAT PURCHASING FOR MEXICO'S RAILROADS IS CENTRALIZED AND ATTENDANCE BY A FEW KEY PERSONNEL CAN RESULT IN IMPORTANT PURCHASES. WE WILL INCLUDE THE JUNE 1976 RAILWAY SEMINAR IN SUBSEQUENT CCP QUARTERLY REPORTS.
- 8. WE ARE AWARE OF AND ARE TRYING TO REDUCE OUR BACKLOG OF ADS'S (SEE MEXICO A464). WE WOULD APPRECIATE COPY OF ANY LIST COMMERCE MAY HAVE OF OUTSTANDING LICENSING/J.V. ASSISTANCE REQUESTS.
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